

# WARNING

## ***THIS CONTRACT INVOLVES HAZARDOUS MATERIAL***

SEE SEPARATE HAZARDOUS COMPONENT SAFETY  
DATA STATEMENTS FOR TECHNICAL DATA  
AND SAFETY REQUIREMENTS

(TITLE OF END ITEM AND IFB, RFQ, RFP'S, ETC. OR CONTRACT NUMBER)

Solicitation DAAE20-99-R-0079

Award DAAE20-99-D-0116 Barrel Assy. & Breech  
Bolt for M240 MG

**FIRMS MUST HAVE ADEQUATE FACILITIES  
FOR HANDLING AMMUNITION, EXPLOSIVES,  
or other unique military related dangerous material  
involved that could adversely affect personnel and  
property in the event of explosion, fire or exposure.  
Prior to contract award, the Government will thoroughly  
investigate the ability of prospective contractor to  
comply with safety requirements.**

DAAE20-99-D-0116

Attachment 001

**SMALL BUSINESS, SMALL DISADVANTAGED BUSINESS, WOMAN OWNED,  
HISTORICALLY BLACK COLLEGES/UNIVERSITIES,  
MINORITY INSTITUTION PLAN AND HUBZone**

REVISION #: 2

DATE:

8/27/99

RBI #99-209

This uniform program is to be used by FN Manufacturing, Inc. (FNMI) in the performance of contracts with agencies of the United States Government in implementing the provisions thereof as they apply to Small Business, Small Disadvantaged Individuals Companies Women Owned Small Business, Historically Black Colleges, Universities/Minority Institutions and HUBZones.

PROGRAM IDENTIFICATION M240 E1 M.G. BARREL ASSEMBLY AND  
BOLT,BREECH M240 M.G

REQUEST FOR PROPOSAL NO. DAAE20-99-R-0079

CONTRACT NUMBER:

TOTAL DOLLAR AMOUNT: \$ 4,772,970 if option / \$'s Included

PREPARED BY:

CATHY MILLER  
SMALL BUSINESS LIAISON OFFICER  
FNMI

APPROVED BY:

RONALD R VALLEE  
DIRECTOR, FINANCE  
FNMI

8-27-99  
DATE8-27-99  
DATE

(government) Reviewed by:

(government) APPROVED BY:

DATE

DATE

## POLICY

FNMI has established and conducts an on-going program dedicated to the intent of FAR 52.219-9 and DFARS 219.704 and as prescribed in 19.708(b) the Small, Small Disadvantaged and Women-Owned Small Business Subcontracting Plan (Jan 1999). As a responsible corporate citizen, we recognize and are sensitive to the community needs in the areas in which we operate. Procurement from Small/Small Disadvantaged/Women Owned Businesses is a part of our normal business procedures. *Opportunities for procurement from Historically Black Colleges, Universities, Minority Institutions and HUDZone's are severely limited due to the type of products that are procured in this contract.*

It is our policy to help Small Business, Small Disadvantaged Businesses, Women Owned Small Business, Historically Black Colleges, Universities/Minority Institutions and HUBZone's to achieve economic equality by fostering and encouraging entrepreneurs. To effectively implement this plan, we have and will continue to:

1. Issue and promulgate company wide policy statements, and develop written procedures which will be issued to each buyer.
2. Demonstrate continuing management interest through regular reviews of progress and the establishment of overall company goals and objectives as our particular operation may dictate.
3. Train and motivate personnel regarding the support of Small Business, Small Disadvantaged Businesses, Women Owned Small Business, Historically Black Colleges, Universities/Minority Institutions and HUBZone's.
4. Facilitate Small/Small Disadvantaged/Women Owned Businesses and HUBZones's participation by various actions such as time for preparation, delivery schedules, etc.
5. Give adequate and timely consideration of Small/Small Disadvantaged/Women Owned Businesses and HUBZone's Potential in "make and buy" decisions.
6. Counsel and discuss subcontracting opportunities with Small Business, Small Disadvantaged Businesses, Women Owned Small Business, Historically Black Colleges, Universities/Minority Institutions and HUBZone's.

### Note:

- A. All references within this plan denoting "Small Businesses, Small Disadvantaged Businesses, Woman-Owned Small Businesses, Native American Owned Small Businesses, Historically Black Collages and Universities, Minority Institutions and HUB Zone Small Businesses. From this point on, FNMI can communities, except when designating goals.

It is the policy of FNMI that the maximum practicable opportunity to participate, will be extended to Small/Small Disadvantaged/Women Owned Businesses and HUBZone's. To this end, it will be the responsibility of all personnel who have a purchasing decision-making role in the purchasing of goods or services:

1. To utilize all available resources in the identification and placement of business with Small Business, Small Disadvantaged Businesses, Women Owned Small Business, Historically Black Colleges, Universities/Minority Institutions and HUBZone's.
2. To expand the markets of these Small Business concerns by affording the opportunity of increasing their sales to us.

The Procurement Department acquisition function provides a balanced program for developing and maintaining an action oriented involvement to further the interests of FNMI and the intent of FAR 52.219-9 and the Small Business Act (15 U.S.C. 637(d)(4), et seq.) including section 7106 of FASA, sections 8 and 15 of the Small Business Act (1999). Our interest in assuring that the Small Business, Small Disadvantaged Businesses, Women Owned Small Business, Historically Black Colleges, Universities/Minority Institutions and HUBZone's will have equal opportunities to compete for subcontracts is expressed by the following:

1. The finding and the utilization of new Small business/Small Disadvantaged Businesses/Women Owned Small Business, Historically Black Colleges, Universities/Minority Institutions and HUBZone's is endemic to procurement responsibilities and each buyer is measured by Procurement Management on how well he or she has met this requirement.
2. On site libraries have been established containing directories and source information to facilitate locating Small Businesses and Small Disadvantaged Businesses/ Women Owned Small Business, Historically Black Colleges, Universities/Minority Institutions and HUBZone's as well as each buyer having internet access.
3. The position of Program Administrator has been established to provide experienced insight and knowledge for all phases of our acquisition process.
4. FNMI has conducted, and will continue to conduct, vendor visits for facility evaluation and determination of potential or actual feasibility of a business relationship.
5. FNMI has participated, and will continue to participate, in trade fairs and provide booths, material displays, and provide personnel for interviews, conferences, and establish good public relations.
6. FNMI shall submit a semi-annual reports by subcontract plan measuring the adherence and goals as established.

**GOALS (BASIC CONTRACT)**

In accordance with FAR 52.219-9, and DFARS 219.704 and as prescribed in 19.708(b) the Small, Small Disadvantaged and Women-Owned Small Business Subcontracting Plan (Jan 1999). The following subcontracting goals, basic contract, for

M240 M.G BARREL ASSEMBLY                      have been formalized.  
(1297035) & BOLT,BREECH (11826040)

FNMI has established the following goals for award to Small Businesses, Small Disadvantaged Businesses, Women Owned Small Businesses, Historically Black Colleges, Universities/Minority Institutions and HUBZone's concerns:

1. Total estimated dollars planned to be subcontracted for an individual contract /modification/task order pertaining to the plan is \$811,546.00
2. Total estimated dollars planned to be subcontracted to small businesses concerns (SB) \$568,082.00 which is estimated in percent of the total planned subcontract amount 70 %
3. Total estimated dollars planned to be subcontracted to Small Business concerns owned and controlled by socially and economically Disadvantaged individuals and companies (SDB) estimated dollar value is \$ 162,309.00 (SDB) 2 % percent of the total planned subcontract amount.  
\* This request for bid does not give FNMI an opportunity to use all of our present SDB's and WOSB. The SDB's, WOSB or HUBZone's that are presently being used are small parts manufacturers, plating suppliers and added services (painting) not required by this contract. FNMI will continue to seek quantified new SDB's, WOSB or HUBZone's for requirements that come available. As FNMI's standard form 295 shows, we are committed as a company to using and increasing our business with SDB's, WOSB's or HUBZone's.
4. Total estimated dollars planned to be subcontracted to Small Businesses concerns which are owned and control by Women \$ 81,154 (WOSB) 1 % percent of the total planned subcontract amount. \*\* see above note
5. Total estimated dollars planned to be subcontracted to Historically Black Colleges/Universities, and or Minority Institutions is \$0 (HBCU/MI) 0% percent of the total planned subcontract amount.  
\*\*\*\* This contract does not give FNMI the opportunity to award business to HBCU/MI.
6. Total estimated dollars planned to be subcontracted to HUBZone small business concerns. is \$40,577 (HUBZone), 0.5% percent of the total planned subcontract amount.

\* see above note.

**Note:**

- B. All references within this plan denoting "Small Businesses, Small Disadvantaged Businesses, Woman-Owned Small Businesses, Native American Owned Small Businesses, Historically Black Colleges and Universities, Minority Institutions and HUB Zone Small Businesses. From this point on, FNMI can communities, except when designating goals.**
- C. Indirect and overhead dollars were not included in the establishment of the Small or Small Disadvantaged Business goal.**
- C. The goals recorded in this plan were derived through a series of analyses. On new contracts a cost analysis of the Bill of Material is utilized. On contracts having a procurement history an analysis of that history is performed analyzing success factors and new firms found to be in the market. Note is taken that there are those items that are unique in design, sole source supplier, existing tooling. In the case of Engineering Development where there is no Bill of Material or history, an extrapolation of those known items considered to be a part of the final unit are reviewed and used to estimate the goals.**

**GOALS [OPTION # B (if applicable) ]**

In accordance with FAR 52.219-9, and DFARS 219.704 and the Small Business Act (15 U.S.C. 631, et seq.) including section 7106 of FASA, sections 8 and 15 of the Small Business Act (1994). the following subcontracting goals, option #

for \_\_\_\_\_ have been formalized.  
(Name of Program)

FNMI has established the following goals for award to Small Business, Small Disadvantaged Businesses, Women Owned Small Business, Historically Black Colleges, Universities/Minority Institutions and HUBZone's concerns:

1. Total dollar value of the contract/modification/task order pertaining to the plan is \$ \_\_\_\_\_
  2. \_\_\_\_\_ % percent of the total planned subcontract amount to Small Business concerns of which the estimated dollar value is \$ \_\_\_\_\_ (SB)
  3. 0% percent of the total planned subcontract amount to Small Business concerns owned and controlled by socially and economically Disadvantaged individuals and companies, of which the estimated dollar value is \$0 (SDB) \*see note on basic contract.
  4. \_\_\_\_\_ % percent of the total planned/subcontract amount to Small Business concerns, of which is owned and control by Women of which the estimated dollar value is \$ \_\_\_\_\_ (WOSB)
  5. Total estimated dollars planned to be subcontracted to Historically Black Colleges/Universities, and or Minority Institutions is \$0 (HBCU/MI) 0% percent of the total planned subcontract amount.
- \*\*\*\* This contract does not give FNMI the opportunity to award business to HBCU/MI.
6. Total estimated dollars planned to be subcontracted to HUBZone small business concerns. 0% percent of the total planned subcontract amount.

Note:

- A. Indirect and overhead dollars were not included in the establishment of the Small and Small Disadvantaged Business goal.
- B. The goals recorded in this plan were derived through a series of analyses. On new contracts a cost analysis of the Bill of Material is utilized. On contracts having procurement history an analysis of that history is performed analyzing success factors and new firms found to be in the market. Note is taken that there are those items that are unique in design, sole source supplier, existing tooling. In the case of Engineering Development where there is no Bill of Material or history, an extrapolation of those known items considered to be a part of the final unit are reviewed and used to estimate the goals.

**ADMINISTRATION**

The following noted Program Administrator, who is a bona fide employee of FNMI, is assigned to administer the subcontracts/purchase orders on

**M240 M.G BARREL ASSEMBLY AND BOLT, BREECH**

Program Administrator is:

**FN MANUFACTURING, INC.  
P. O. BOX 24257  
COLUMBIA, SC 29224**

**CATHY MILLER, SMALL BUSINESS LIAISON OFFICER**

**(803) 736-0522      EXT. 268**

The duties and responsibilities of the Program Administrator includes but are not limited to the following:

1. Be a party to make or buy decisions; and
2. Be a party to award decisions; and
3. Endorse bid lists to ensure that source lists have been properly utilized. Qualified sources may be added; and
4. On a continuing basis, search out and obtain qualified sources to be added to the source list; and
5. Ensure that the Subcontractor Administrator/Buyer will:
  - (a) Monitor subcontracts awarded to ensure that the subcontractor is provided with the proper guidance to assure satisfactory completion of the subcontract.
  - (b) Assure lower tier subcontractor compliance with the Subcontracting Plan.
6. Establish the Small/Small Disadvantaged/Women Owned Business goals soliciting assistance from the President when necessary.



**METHOD AND OBJECTIVES:**

1. FNMI shall include the clauses entitled "Utilization of Small Business, Small Disadvantaged Business and Women Owned Concerns" in all subcontracts which offer further subcontracting possibilities and will require all subcontractors (except Small Business concerns) who receive subcontracts in excess of \$500,000 or, in the case of a contract for construction of any public facility of \$1,000,000, to adopt a plan in consonance with this plan.
2. FNMI shall actively and diligently search for and identify Small Business, Small Disadvantaged Business and Women Owned concerns and assist those qualifiable to qualify as competitive suppliers of goods and services necessary for our operations. This effort will be accomplished through the utilization of Columbia, South Carolina Office of the Small Business Administration and businesses located through attendance of trade shows, seminars, conferences, etc.
3. FNMI shall purchase from Small/Small Disadvantaged/Women Owned Businesses the following supplies and services:
  1. Assemblies; (2) Machining; (3) Electronic Components; (4) Consultants; (5) Raw Materials; (6) Hardware; but not limited thereto.
4. FNMI shall purchase research or study services of the type normally performed by higher educational institutions from Historically Black Colleges and Universities and Minority Institutions.

**RECORDS AND REPORTS**

The Administrator will oversee the compliance of this plan. The Administrator will prepare, maintain, and submit all reports, comply with surveys, and assist in audits on a contract-by-contract basis as may be deemed necessary by pertinent government agencies.

The following is made available to appropriate personnel:

Small/Small Disadvantaged/Women Owned Business source lists, guides and other data identifying Small and Small Disadvantaged Business and Women Owned Business vendors. This includes, but is not limited to, the following:

- "Try Us" National Minority Business Directory;
- "Minority Business Directory of South Carolina".

2. Organizations contacted for Small Disadvantaged Business vendors. This includes, but is not limited to, the following:

- U. S. Small Business Administration, Region IV and Procurement Automated Source System (PASS);

- South Carolina Office of Small and Minority Business Assistance.

3. On a contract-by-contract basis, records on all contract solicitation over \$25,000 indicating on each solicitation (a) whether Small Business was solicited, and if not, why not; (b) whether Small Disadvantaged Business was solicited; and if not, why not; and (c) reasons for the failure of responding Small Businesses to receive the subcontract award.
4. Records to support such efforts as:
  - a. Contacts with Disadvantaged and Small Business Trade Associations;
  - b. Contact with business development organizations; and,
  - c. Attendance of Small and Disadvantaged Business procurement conferences and trade fairs.
5. Records to support internal activities to guide and encourage buyers, such as:
  - a. Workshops, seminars, training programs, etc.; and,
  - b. Monitoring activities to evaluate compliance.
6. On a contract-by-contract basis, records to support award data submitted to the Government to include name, address, and size status of subcontractors.

FNMI will submit such periodic reports and cooperate in any studies or surveys as may be required by the Government agency or the Small Business Administration in order to determine the extent of compliance by the offeror with the subcontracting plan.

On a semi-annual basis, Standard Form 294 & 295 will be submitted to the DCAS Office in accordance with instructions provided on the particular form.

Note: The offeror shall fill in only the unit price blocks, all blocks must be filled. All other spaces are for Government evaluation purposes only.

**RFP: DAAE20-99-R-0079**  
**M240 M. G. Barrels & Bolts**  
**Pricing Evaluation Summary**

**CLIN 0001**

NSN: 1005-01-251-9701 P/N: 12597035  
 Barrel Assembly - M240E1 M. G.

Total CLIN  
Amount

| Ordering Period 1    |            |      | Ordering Period 2 |            |      | Ordering Period 3 |            |      | Ordering Period 4 |            |      |
|----------------------|------------|------|-------------------|------------|------|-------------------|------------|------|-------------------|------------|------|
| Range                | Unit Price | Wgt. | Range             | Unit Price | Wgt. | Range             | Unit Price | Wgt. | Range             | Unit Price | Wgt. |
| 50 - 99              | \$613.19   | 10%  | 50 - 99           | \$653.96   | 20%  | 50 - 99           | \$682.73   | 20%  | 50 - 99           | \$717.01   | 20%  |
| 100 - 249            | \$597.83   | 10%  | 100 - 249         | \$637.56   | 60%  | 100 - 249         | \$665.61   | 60%  | 100 - 249         | \$699.04   | 60%  |
| 250 - 499            | \$582.47   | 70%  | 250 - 500         | \$621.17   | 20%  | 250 - 500         | \$648.50   | 20%  | 250 - 500         | \$681.06   | 20%  |
| 500 - 1000           | \$572.23   | 10%  | 500 - 1000        | \$610.24   | 0%   | 500 - 1000        | \$637.09   | 0%   | 500 - 1000        | \$669.08   | 0%   |
| Weighted Unit Price  |            |      | 100%              |            |      | 100%              |            |      | 100%              |            |      |
| Most Likely Quantity |            |      | 348               |            |      | 100               |            |      | 100               |            |      |
| Weighted Total Price |            |      |                   |            |      |                   |            |      |                   |            |      |

First Article Costs

N/A

**CLIN 0002**

NSN: 1005-01-033-9410 P/N: 11826040  
 Bolt, Breech - M240 M. G.

Amount

| Ordering Period 1    |            |      | Ordering Period 2 |            |      | Ordering Period 3 |            |      | Ordering Period 4 |            |      |
|----------------------|------------|------|-------------------|------------|------|-------------------|------------|------|-------------------|------------|------|
| Range                | Unit Price | Wgt. | Range             | Unit Price | Wgt. | Range             | Unit Price | Wgt. | Range             | Unit Price | Wgt. |
| 50 - 99              | \$563.74   | 10%  | 50 - 99           | \$600.28   | 10%  | 50 - 99           | \$625.71   | 10%  | 50 - 99           | \$657.11   | 10%  |
| 100 - 249            | \$549.71   | 20%  | 100 - 249         | \$585.32   | 60%  | 100 - 249         | \$610.11   | 20%  | 100 - 249         | \$640.73   | 20%  |
| 250 - 499            | \$535.67   | 60%  | 250 - 500         | \$570.35   | 20%  | 250 - 500         | \$594.51   | 60%  | 250 - 500         | \$624.34   | 60%  |
| 500 - 1000           | \$526.32   | 10%  | 500 - 1000        | \$560.38   | 10%  | 500 - 1000        | \$584.11   | 10%  | 500 - 1000        | \$613.42   | 10%  |
| Weighted Unit Price  |            |      | 100%              |            |      | 100%              |            |      | 100%              |            |      |
| Most Likely Quantity |            |      | 271               |            |      | 238               |            |      | 340               |            |      |
| Total Price          |            |      |                   |            |      |                   |            |      |                   |            |      |

First Article Costs

N/A

Total Evaluated Amount

Attachment 002

DAAE20-99-D-0116